



CANNON BUILDING
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STATE OF DELAWARE
REAL ESTATE COMMISSION

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PUBLIC MEETING NOTICE:	REAL ESTATE EDUCATION COMMITTEE
MEETING DATE AND TIME:	Thursday, November 6, 2014 at 9:30 a.m.
PLACE:	Division of Professional Regulation 861 Silver Lake Boulevard, Cannon Building Second Floor Conference Room A Dover, Delaware
MINUTES APPROVED:	12/04/2014

MEMBERS PRESENT

Donna Klimowicz, New Castle County, Professional Member, Chairperson, Presiding
Danielle Benson, New Castle County, Professional Member
Barbara Brodoway, New Castle County, Public Member
Tom Burns, Kent County, Professional Member
Casey Price, Sussex County, Professional Member
Michael Rushe, Kent County, Public Member
Elaine Woerner, New Castle County, Professional Member

DIVISION STAFF

Jessica Williams, Administrative Specialist II

ALSO PRESENT

Karen Alleva, New Castle County Board of Realtors

MEMBERS ABSENT

Tim Riale, Sussex County, Professional Member, Vice Chairperson
Doug Doyle, Kent County, Professional Member

CALL TO ORDER

Ms. Klimowicz called the meeting to order at 9:50 a.m.

REVIEW OF MINUTES

Ms. Woerner moved, seconded by Ms. Price, to approve the October 2, 2014 minutes as presented. Motion unanimously carried.

NEW BUSINESS

Review of Course Provider Applications

Mr. Rushe moved, seconded by Ms. Brodoway, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Sussex County Association of Realtors

Course Title: Blueprint for Success **Tabled for Detailed Outline**

Credit Hours: 3.0

Module: 7

Course Title: Perfecting Your Listing Presentation **Tabled for Detailed Outline**

Credit Hours: 3.0

Module: 7

Ms. Benson moved, seconded by Ms. Brodoway, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Course Provider: Delaware Technical Community College

Course Title: Real Estate Pre-Licensing Course **Approved**

Credit Hours: 99.0

Course Provider: Deval Patel-Lennon, Esq. P.A.

Course Title: Preparing for 2015 Changes in Real Estate Practices **Approved**

Credit Hours: 3.0

Module: 6

Course Provider: Heidi JA Gilmore

Course Title: Legislative Update: CFPB and the 2015 New Forms Review **Denied – Course is Specific to Wells Fargo**

Credit Hours: 3.0

Module: 5

Course Provider: Long & Foster Institute of Real Estate

Course Title: Reverse Mortgage for Purchase **Denied – Course Needs to be 3 hours to Qualify as a Module**

Credit Hours: 2.0

Module: 7

Course Provider: NBI, Inc. DBA National Business Institute

Course Title: Title Workshop: From Examination to Commitment **Approved**

Credit Hours: 6.0

Module: 6

Course Provider: Omega Real Estate School

Course Title: Real Estate Pre-Licensing **Approved Contingent upon Receipt of Course Outline**

Credit Hours: 99.0

Course Provider: OnCourse Learning Corporation, DBA Career WebSchool

Environmental Hazards Disclosure **Approved**

Credit Hours: 3.0

Module: 7

Course Provider: Sussex County Association of Realtors

Course Title: Accredited Buyer's Representative (ABR®) **Approved**

Credit Hours: 6.0

Modules: 6 & 7

Course Title: Commercial Leasing Contracts **Approved**
Credit Hours: 3.0
Module: 6

Course Title: Ethics in an Era of Litigation **Approved for Modules 2 or 7, Not Module 4 as Requested**
Credit Hours: 6.0
Modules 2 or 7

Course Title: Green 100: Real Estate for a Sustainable Future **Approved**
Credit Hours: 6.0
Modules: 6 & 7

Course Title: "Idea to Law" a Legislative Review **Approved**
Credit Hours: 3.0
Module: 5

Course Title: Real Property Long Term-Short Term Rentals **Approved**
Credit Hours: 3.0
Module: 6

Course Title: What's It Worth? **Approved**
Credit Hours: 3.0
Module: 6 or 7

Course Provider: The CE Shop, Inc.

Course Title: Generation Buy **Approved for Modules 6 & 7**
Credit Hours: 6.0
Module: 7

Course Title: Green 100: Real Estate for a Sustainable Future **Approved for Modules 6 & 7**
Credit Hours: 6.0
Module: 6 & 7

Course Title: Green 200: The Science of Green Building **Approved for Modules 6 & 7**
Credit Hours: 6.0
Module: 6 & 7

Course Title: Green 300: Greening Your Real Estate Business **Approved for Modules 6 & 7**
Credit Hours: 6.0
Module: 6 & 7

Course Title: Commercial Ethics **Approved**
Credit Hours: 3.0
Module: 7

Course Title: Military Relocation Professional Certification **Approved for Modules 6 & 7**
Credit Hours: 6.0
Module: 6 & 7

Course Provider: Association of Realtors School

Course Title: Accredited Buyer Representative (ABR) **Approved**
Credit Hours: 6.0

Modules: 6 & 7

Review of Instructor Applications

Ms. Benson moved, seconded by Ms. Brodoway, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Michelle Glackin **Approved**
Continuing Education: Module 6 – Top 10 Title Defects

William Lucks **Approved**
Continuing Education: Modules 1 – 6; Module 7 – Finance; Mortgage and Finance

Melanie McLane **Approved for Modules 2, 4, 6, & 7 Only, Not Modules 1, 3, 5 or Broker's Course as Requested**
Continuing Education: Modules 2, 4, 6; Continuing Education Module 7 – Resort and Second Property Specialist (RSPS); Green Designation Course; Senior Residential Specialist (SRES); eBuyer REBAC Elective; ABR Course; What's It Worth?

Deval Patel-Lennon **Approved**
Continuing Education: New Licensee Modules 2 & 3; Continuing Education Modules 3 & 6

Eric Rittmeyer **Approved**
Continuing Education: Module 7 – Reverse Mortgages for Real Estate Professionals

Alma Roach **Approved**
Continuing Education: Module 6

Tom Schoenbeck **Approved**
Continuing Education: New Licensee Module 3

Pre-Licensing Course: Real Estate Sales; Real Estate Mathematics

Steven Schwartz **Approved**
Continuing Education: Module 6

Pre-Licensing Course: Real Estate Law

Broker's Course: Real Estate Documents

Theresa Vallier-Thomas **Approved**
Continuing Education: Module 7 – Home Staging

Stephen Marcus **Approved Contingent upon Answering Question 24 of Application**
Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 6; Continuing Education Module 7 – Technology for Listing Agents

Pre-Licensing Course: Orientation; Real Estate Sales; Real Estate Mathematics

Review of Student Requests for Approval of Continuing Education

Ms. Benson moved, seconded by Ms. Brodoway, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Student Name: Robert Jester **Approved**
Course Title: New Salesperson Module 2 – Agreement of Sale
Course Provider: Sussex County Association of Realtors
Credit Hours: 3.0
Requesting Approval for Module: 6 or 7

Student Name: Shirley Kalvinsky **Approved**
Course Title: New Licensee Modules 2 & 3
Course Provider: Sussex County Association of Realtors
Credit Hours: 3.0
Requesting Approval for Module: 3

Student Name: Winfield Scott **Approved**
Course Title: New Salesperson Module 2 – Agreement of Sale
Course Provider: Sussex County Association of Realtors
Credit Hours: 3.0
Requesting Approval for Module: 6 or 7

Student Name: Winfield Scott **Approved**
Course Title: New Salesperson Module 3 – Real Estate Documents
Course Provider: Sussex County Association of Realtors
Credit Hours: 3.0
Requesting Approval for Module: 3

UNFINISHED BUSINESS

Post-Renewal Continuing Education Audit

Ms. Brodoway moved, seconded by Mr. Rushe, to review the continuing education audits off the record, after the meeting adjourns. Motion unanimously carried.

Review Draft Correspondence to be sent to Course Providers Detailing Expectations of Course Outlines

Ms. Brodoway moved, seconded by Mr. Rushe to table this agenda item until the December 4, 2014 meeting. Motion unanimously carried.

Reconsideration of Course Provider Applications

Ms. Woerner moved, seconded by Mr. Rushe to modify the course approval for the course titled "Being a Prepared Tenant in Delaware" from Sussex County Association of Realtors to reflect approval for Module 7. Motion unanimously carried.

Ms. Woerner moved, seconded by Mr. Rushe to modify the course approval for the course titled "Nuts and Bolts of Home Inspection" from Ward and Taylor to reflect approval for Module 7. Motion unanimously carried.

NEW BUSINESS

Update from the Commission – Ms. Klimowicz

Ms. Klimowicz advised the Committee that the Commission approved all recommendations. Additionally, the Commission supports the recommendation to send correspondence to course providers regarding the expectations of course outlines. The Commission requested that once the correspondence is drafted, that a copy be sent to them for review.

Review Proposed 2015 Meeting Dates

The Committee reviewed the proposed meeting dates for 2015. Ms. Benson moved, seconded by Ms. Price, to accept the proposed meeting dates. The Committee will meet on the first Thursday of every month, with the exception of January. Motion unanimously carried.

CORRESPONDENCE

Review Correspondence from The Delaware Association of Realtors Regarding the Instructor Application for Stephen Marcus

The Committee reviewed the correspondence submitted by Denise Tatman from The Delaware Association of Realtors. The correspondence explained that due to an instructor falling ill, Mr. Marcus volunteered to teach a module 7 class during DAR's annual convention. Upon completing the course provider evaluation reporting forms, it was discovered that Mr. Marcus was not approved to teach a module 7 class. Ms. Tatman requested that Mr. Marcus be approved for module 7, and that the students not be penalized for Mr. Marcus' volunteering to teach the course. Ms. Benson moved, seconded by Ms. Brodoway, that the students, who attended the course, not be penalized, as Mr. Marcus has submitted an instructor application, and it is their recommendation that he be approved for module 7. Motion unanimously carried.

Review Correspondence from The CE Shop, Inc., Regarding Modification to Approved Course titled "Real Estate Investors and Your Business"

The Committee reviewed the correspondence from The CE Shop, Inc. regarding a modification to the course titled "Real Estate Investors and Your Business". The correspondence included the changes that were made to the initial course outline. No further action was taken, as the changes were not substantial.

NEW BUSINESS

Discussion Regarding Knowledge-Based Learning – Mr. Burns

Mr. Burns informed the Committee that he recently attended a conference, where knowledge-based learning was discussed. He explained that in today's world, with technology, the format of teaching is changing. Mr. Burns suggested that the Committee take an opportunity to refocus on the format of instruction. He believes the teaching environment is different, that the revolutionizing of the format and creating an interactive learning environment will follow.

Ms. Benson suggested that the Committee suggest that course providers review their course outlines to see if students can interact with one another (i.e. role playing, round table discussions, mock trials, etc.). She also suggested that the Committee can suggest alternative methods of teaching to course providers, instead of simply telling them how to teach.

Ms. Brodoway suggested that this topic can be addressed in the correspondence that will be sent to course providers regarding the expectations of course outlines. She suggested taking a few educational methods and different formats of teaching, and introducing them to the course providers. This will encourage different formats of teaching.

Mr. Burns moved, seconded by Ms. Benson, to table this item for further discussion, and to review the draft correspondence, which will include interactive instruction, during the December 4, 2014 meeting. Motion unanimously carried.

PUBLIC COMMENT

There was no public comment

OTHER BUSINESS BEFORE THE COMMITTEE (for discussion only)

There was no other business before the Committee.

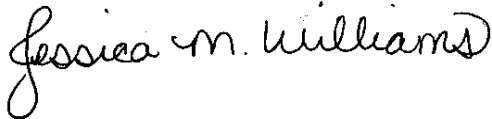
NEXT SCHEDULED MEETING

The next meeting will be held on Thursday, December 4, 2014 at 9:30 a.m. in Conference Room A, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

ADJOURNMENT

There being no further business, Mr. Rushe moved, seconded by Ms. Woerner, to adjourn the meeting. Motion unanimously carried. The meeting adjourned at 11:44 a.m.

Respectfully submitted,

A handwritten signature in black ink that reads "Jessica M. Williams". The signature is written in a cursive, flowing style.

Jessica M. Williams
Administrative Specialist II